

# Russo's Risers

MARCH NEWSLETTER WITH FEBRUARY RESULTS



## Queen of Wholesale



Kathleen  
Moran



## Golden Rule February Achievers



Kathleen  
Moran



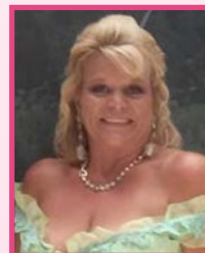
Sharon  
Albarano



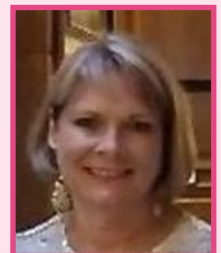
Deborah  
Hipp



Juanita  
Zeigler



Carol  
Scarbro



Connie  
Russo

## Proud Reds



Luree  
Hendrick



Donna  
Parker



Genie  
Bilko



Deborah  
Hipp



Kathleen  
Moran

# Quarter 3 On-Target Stars

Name	Whls \$ + TB	Sapphire	Ruby	Diamond	Emerald	Pearl
Kathleen Moran	\$ 2,572.70	\$ 0.00	\$ 0.00	\$ 427.30	\$1,027.30	\$2,227.30
Carol Scarbro	\$ 1,897.50	\$ 0.00	\$ 502.50	\$1,102.50	\$1,702.50	\$2,902.50
Sharon Albarano	\$ 1,604.40	\$ 195.60	\$ 795.60	\$1,395.60	\$1,995.60	\$3,195.60
Juanita Zeigler	\$ 1,318.50	\$ 481.50	\$1,081.50	\$1,681.50	\$2,281.50	\$3,481.50
Deborah Hipp	\$ 1,024.40	\$ 775.60	\$1,375.60	\$1,975.60	\$2,575.60	\$3,775.60
Mary Lynn Carnovale	\$ 995.00	\$ 805.00	\$1,405.00	\$2,005.00	\$2,605.00	\$3,805.00
Kelly Perfect	\$ 777.00	\$1,023.00	\$1,623.00	\$2,223.00	\$2,823.00	\$4,023.00
Judy Snyder	\$ 695.20	\$1,104.80	\$1,704.80	\$2,304.80	\$2,904.80	\$4,104.80
Mary Jo Fiore	\$ 672.00	\$1,128.00	\$1,728.00	\$2,328.00	\$2,928.00	\$4,128.00
Nancy Glass	\$ 660.50	\$1,139.50	\$1,739.50	\$2,339.50	\$2,939.50	\$4,139.50
Rhonda Myers	\$ 600.50	\$1,199.50	\$1,799.50	\$2,399.50	\$2,999.50	\$4,199.50
Jessie Collura	\$ 578.00	\$1,222.00	\$1,822.00	\$2,422.00	\$3,022.00	\$4,222.00
Lucinda Updyke	\$ 543.00	\$1,257.00	\$1,857.00	\$2,457.00	\$3,057.00	\$4,257.00
Donna Parker	\$ 541.50	\$1,258.50	\$1,858.50	\$2,458.50	\$3,058.50	\$4,258.50
Laura Burget	\$ 481.00	\$1,319.00	\$1,919.00	\$2,519.00	\$3,119.00	\$4,319.00
Annie Rupp	\$ 475.90	\$1,324.10	\$1,924.10	\$2,524.10	\$3,124.10	\$4,324.10
Patricia Czulewicz	\$ 460.00	\$1,340.00	\$1,940.00	\$2,540.00	\$3,140.00	\$4,340.00
Lorie McCuller	\$ 459.00	\$1,341.00	\$1,941.00	\$2,541.00	\$3,141.00	\$4,341.00
Amy Brunner	\$ 443.50	\$1,356.50	\$1,956.50	\$2,556.50	\$3,156.50	\$4,356.50

## March Customer Special

Download



Boost your sales this March!

- When your customer spends at least \$50, you can give them access to purchase an other product at half off!
- You are giving a big discount on that last product, but you are guaranteeing a minimum sale, and potentially increasing the number of products your customer uses!
- If they are ALMOST at \$50, let them know- then, suggest other products they may enjoy!

## Ingredient Focus - ALPHA HYDROXY ACID



It's time to ditch the dead skin and reveal your true radiance! It's time to harness the power of... Alpha Hydroxy Acids!

Alpha Hydroxy Acids:

- help eliminate skin-dulling dead cells
- enhance skin's natural renewal process
- improve skin texture, tone, and brightness

AHA can be found in the brand new PHA + AHA Resurfacer Clinical Solutions Booster, as well as in the Glycolic Acid used in the TW Repair Revealing Radiance Peel. So helpful!





# Reach for The Ring

Top in Sales  
Company Court of Sales



**Kathleen  
Moran**



**Carol  
Scarbro**



**Sharon  
Albarano**



**Donna  
Parker**



**Juanita  
Zeigler**

## Consultant

Kathleen Moran  
Carol Scarbro  
Sharon Albarano  
Donna Parker  
Juanita Zeigler  
Deborah Hipp  
Annie Rupp  
Jessie Collura  
Pamela DeVore  
Ellen Kelly  
Nancy Glass  
Shelly Vaughan  
Jaclyn Madden  
Judy Snyder  
Luree Hendrick  
Sandra Clark  
Kate Griffey  
Amy Brunner  
Hilary Pogasic  
Heather Guisewhite

## YTD Retail

\$ 21,294.00  
\$ 20,804.00  
\$ 15,353.00  
\$ 7,533.00  
\$ 5,980.00  
\$ 5,333.00  
\$ 4,098.00  
\$ 3,875.00  
\$ 3,862.00  
\$ 3,748.00  
\$ 3,579.00  
\$ 3,505.00  
\$ 3,501.00  
\$ 3,330.00  
\$ 3,260.00  
\$ 3,100.00  
\$ 2,946.00  
\$ 2,801.00  
\$ 2,621.00  
\$ 2,600.00

## National Court of Sales



## National

\$40,000 rs/ \$20,000 whsl

## Area

\$20,000 rs/ \$10,000 whsl

## Unit

\$10,000 rs/ \$5,000 whsl

## National Court of Sharing



## National

24 Team Members

## Area

12 Team Members

## Unit

6 Team Members

**Host a party** PICK A PRIZE

**123456**

There are 6 virtual 4-Leaf Clovers, each containing a FREE gift! Comment below with your clover number and preferred party date. I will private message you to reveal your special gift! See what else you can earn at your party below.

Adults ages 18+ who do not currently have an Independent Beauty Consultant. Prizes will be awarded at your party.

**WANT TO GET LUCKY WITH Mary Kay Madness IN MARCH?**

**L U C K Y**

LISTEN TO THE MK BUSINESS INFO ON VIDEO, LIVE, OR RECORDED CALL **\$10 MARY KAY**

AT LEAST 2 GUESTS SCHEDULED THEIR OWN MAKEOVER OR PARTY **\$10 MARY KAY**

PARTY SALES OF \$200+ **\$10 MARY KAY**

KEEP ORIGINAL APPT TIME AND GIVE ME YOUR GUEST LIST **\$10 MARY KAY**

YOU +3 FRIENDS OVER 18 YEARS OLD AT YOUR APPT **\$10 MARY KAY**

## Host a Party... Pick a Prize

Fill your datebooks with this hostess incentive! Your hostess can pick a clover at the top of the page for a special deal that she will win at her party, and then earn additional hostess credit with the deals at the bottom of the page as well!

Click the button to download PRIZE images.

Click for Prize Images

# April Celebrations

## Happy Birthday!

Lisa Tomiczek	1 April
Erin Eckhard	2 April
Lisa Dey	6 April
Sarah Connor	8 April
Genie Bilko	13 April
Susan Pillot	13 April
Lisa Bates	17 April
Carol Staebler	21 April
Lori Rimbeck	25 April
Tara Hartley	28 April
Judith Fradeneck	29 April
Carol Rosenberger	29 April

## Happy Anniversary!

Kathleen Moran	27
Faith Palumbo	27
Barbara Uadiski	21
Patricia Czulewicz	20
Judith Fradeneck	15
Angelique Wilt	15
Maureen Gilbert	14
Tarissa Nelson	14
Angie Freeman	9
Naisha Silvey	1

## Look Who Invested

ON-TARGET for Year Long Consistency

Kathleen Moran	\$1,386.20	Kate Griffey	\$ 327.00	Lea Rosenberry	\$ 226.00
Sharon Albarano	\$1,232.40	Bethany Reed	\$ 311.00	Leslie Wagner	\$ 208.50
Deborah Hipp	\$ 793.40	Pamela DeVore	\$ 303.75	Donna Parker	\$ 194.00
Juanita Zeigler	\$ 714.50	Beth Neitz	\$ 298.00	Ellen Kelly	\$ 98.00
Carol Scarbro	\$ 608.50	Shelly Vaughan	\$ 294.50	Donna Crawford	\$ 72.50
Lucinda Updyke	\$ 543.00	Annie Rupp	\$ 246.90	April Weiss	\$ 72.00
Laura Burget	\$ 481.00	Gail Nevitt	\$ 242.00	Theresa Kuntz	\$ 67.00
Judy Snyder	\$ 459.70	Stephanie Williams	\$ 233.00	Debbie Seib	\$ 46.50
Michele Gonsman	\$ 452.50	Natalya Vartanova	\$ 231.00	Deborah Flanagan	\$ 21.00
Amy Brunner	\$ 443.50	Nancy Glass	\$ 227.50	Connie Russo	\$ 673.00
Jaclyn Madden	\$ 364.70	Lorie McCuller	\$ 227.00		
Virginia Caramana	\$ 348.00	Patricia Czulewicz	\$ 226.00		

## Love Checks

Luree Hendrick	\$210.80	9%
Deborah Hipp	\$149.38	8%
Judy Snyder	\$ 74.17	4%
Donna Parker	\$ 53.96	9%
Kathleen Moran	\$ 21.88	6%
Kate Griffey	\$ 9.32	4%



Aim at something bigger than you are sure you can achieve. Then plan your work and work your plan.  
- Mary Kay Ash



# steppin' up the Ladder



## Senior

### Consultant

1-2 Active Team Members  
4% Commissions  
Earn \$50 Team Building Bonuses

*Sharon Albarano*  
*Mary Jo Fiore*  
*Kate Griffey*  
*Mary Kirby*  
*Carol Scarbro*  
*Judy Snyder*



## Star

### Team Builder

3-4 Active Team Members  
4, 6 or 8% Commissions  
50% Discount on Red Jacket  
\$50 Team Building Bonuses



*Genie Bilko*  
*Deborah Hipp*  
*Kathleen Moran*



### Team Leader/ Elite Team Leader/ DIQ

5+ Active Team Members  
9 or 13% Commissions  
\$50 Team Building Bonuses  
Earn use of Career Car/ Cash Compensation



*Luree Hendrick*  
*Donna Parker*

## Director

9 or 13% Unit Commissions  
9, 13 or 23% Personal Commissions  
\$100 Team Building Bonuses  
Unit Bonuses  
Earn use of Career Car/  
Cash Compensation



*Connie Russo*

## Doing what does NOT come easily by Ann Vertel

Wouldn't it be nice if becoming a success was easy?

Unfortunately, it's not. It takes consistent, daily action, calculated risks and, well...work. Work that involves doing things that don't come easy. Working like that just doesn't sit well with most people, and that's why most people never reach their ultimate potential and spend their whole life wishing and hoping for things to be different. Wishing and wanting and hoping are not strategies...or actions.

You already know what it would take for you to become an uncanny success. The question is, are you willing to do what it takes? Most people aren't. They don't want to give up doing what comes easy or what they're used to or what comes along to fill up their time. Doing the things they would need to do to change their situation just isn't convenient. They'd have to give up things they're used to.

Successful people behave differently. They don't base their pursuit of excellence on the actions that are easy for them. They base their actions on what will make them a success.

Stop trying to get ahead by doing the things that feel safe, comfortable, and easy – that will just get you more of the same. Determine what actions will make you proud of your accomplishments and then do them, however inconvenient and difficult they may be. Only then will you lead the life you desire.



# a note from

Connie

Hello March - The harder we work, the more LUCK (success) we will have!

We are Springing ahead towards Mary Kay's 60<sup>th</sup> Anniversary; **purposefully** planting seeds, **intentionally** finishing goals, and **deliberately** seeking opportunities!

As we emerge from the restful, rejuvenating state of winter, into a period of progress and growth, carefully consider these questions:

- Are you excited about where your business is taking you or where YOU are taking your business?
- How can WE take our business where we envision, rather than letting it "take us"? The answer is simple – with INTENTION. Make a commitment to yourself to work in YOUR win zone by making intentional strides that fit your goals.
- How do we work with intention? By IDENTIFYING your goals and breaking them down to fit into your working time frame.

4th quarter can be broken down into segments:

3 months – 13 weeks – 91 days – of **OPPORTUNITY!**

The opportunity to **SHOWCASE** amazing products.

The opportunity to **ENRICH** women's lives.

The opportunity to **LEAD**.

The opportunity to **SHARE**.

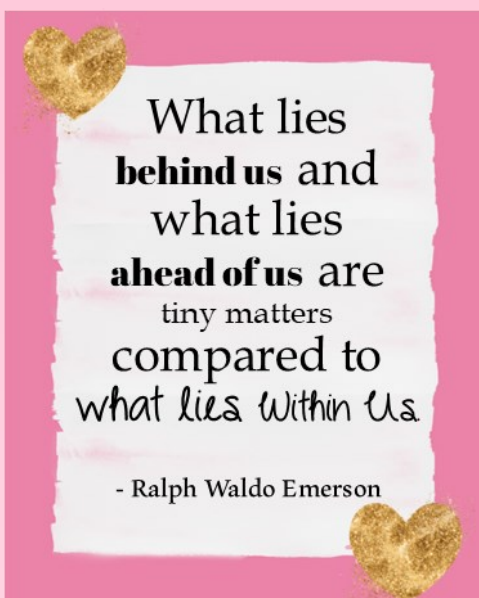
The opportunity for personal and business **GROWTH**.

*Luck is what happens when preparation meets opportunity. – Seneca*

March Ahead!

Love & Belief,

Connie



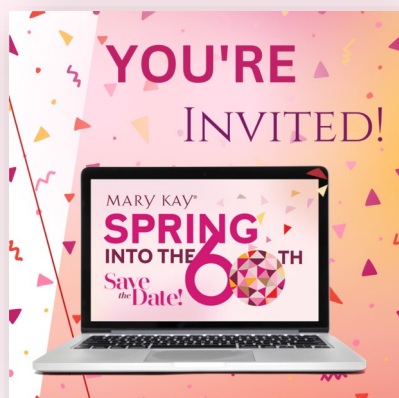
Direct Mail  
could mean  
Direct Sales for  
YOU!



Summer

PREFERRED CUSTOMER PROGRAM

- Enrollment: March 16-April 17
- Mails May 8 – Arrives in  
7 to 10 business days
- Only \$.90 per name



MARCH 24

CLICK FOR DETAILS



## March Start Up Options

You can share the Mary Kay Dream this month with the new Start-up Options Promotion! For this month ONLY, your new team members can start their Mary Kay businesses for a special price!

- The FULL MK Starter kit is only \$90
- The eStart is only \$20!

Who do you know who has been considering getting started with this amazing opportunity? Call them today because these special prices only last through March!

Details

## MARY KAY CLINICAL SOLUTIONS®

Boosters are dermocosmetic products containing high-concentration ingredients that have been clinically proven for their efficacy.

Depending on the skin care concern, you or your customer may choose to incorporate more than one booster. Learn more in the HOW TO USE section.



**Mary Kay Clinical Solutions®**  
**C + Resveratrol**  
**Line-Reducer**



**Mary Kay Clinical Solutions®**  
**HA + Ceramide**  
**Hydrator**



**Mary Kay Clinical Solutions®**  
**Ferulic + Niacinamide**  
**Brightener**



**Mary Kay Clinical Solutions®**  
**PHA + AHA**  
**Resurfacer**

### ADD BOOSTERS TO YOUR ALREADY-ESTABLISHED SKIN CARE ROUTINE TO TARGET SPECIFIC SKIN CONCERNS.

BEST FOR	LINES + WRINKLES	HYDRATION	BRIGHTNESS / UNEVEN SKIN TONE	SMOOTHNESS
<b>KEY INGREDIENTS</b>	VITAMIN C – Clinically shown to improve the appearance of lines and wrinkles caused by photodamage. RESVERATROL – A highly potent antioxidant with the ability to fight visible signs of skin aging. ACETYL HEXAPEPTIDE-8 – A skin-restoring peptide that helps diminish signals that over time lead to lines and wrinkles.	HYALURONIC ACID (HA) – A powerhouse humectant known to bind more than 1,000 times its weight in water. Two forms of HA take a dual-action approach to combating dry skin. CERAMIDE – Essential for the retention of skin moisture. VERBENA OFFICINALIS EXTRACT – A plant extract known to improve skin hydration and support skin barrier function.	FERULIC ACID – A high-potency antioxidant that acts like a shield to defend from external factors that may lead to skin discoloration. NIACINAMIDE – A form of vitamin B3, this essential nutrient is a brightening superpower. NAVY BEAN EXTRACT – An ingredient known for its brightening efficacy.	POLY-HYDROXY ACID – PHA provides gentle exfoliation on the skin's surface. ALPHA-HYDROXY ACID – AHA provides deep exfoliation below the skin's surface. GLYCERIN – A humectant that helps boost moisture levels.
<b>KEY BENEFITS</b>	Takes wrinkle reduction to the next level with renowned ingredients.	Supports skin's barrier with a unique boost of highly targeted moisturizing ingredients.	Addresses multiple pathways to reduce uneven skin tone and boost skin's brightness with a trio of proven skin-brightening ingredients.	Accelerates surface skin renewal and gently dissolves dead skin cells with a trio of proven skin-smoothing ingredients.
After cleansing and toning, squeeze 6 to 8 drops (usage amount may vary depending on personal preference) into hands. Then smooth evenly onto face.				
<b>HOW TO USE</b>	This booster can be applied both mornings and evenings. It can be layered with HA + Ceramide Hydrator. If using Retinol 0.5 after the retinization process is complete, apply this booster in the mornings and/or on alternate evenings.	This booster can be applied both mornings and evenings. It can be layered with any other booster, however, choose ONLY ONE of the other three boosters based on your primary concern. If using the HA + Ceramide Hydrator with any of the other three boosters, be sure to apply each one separately.	This booster can be applied both mornings and evenings. It can be layered with HA + Ceramide Hydrator. If using Retinol 0.5 after the retinization process is complete, apply this booster in the mornings and prior to Retinol 0.5 in the evenings.	This booster can be applied 2 or 3 times per week in the evenings. It can be layered with HA + Ceramide Hydrator. This product contains AHA, which may increase your skin's sensitivity to the sun. Use broad-spectrum SPF sunscreen protection, and limit sun exposure while using this product. <b>DO NOT USE</b> with Retinol 0.5, with <i>Clear Proof®</i> products containing salicylic acid or on the same day as other exfoliating products.
<b>USE-UP RATE AVERAGE</b>	One month when used twice daily	One month when used twice daily	One month when used twice daily	4 to 5 months when used 2 or 3 times per week

# Results You Can Expect

This is a guideline based on **averages**, and individual results will of vary based on your individual time and effort. Nothing is guaranteed, but if you put in the **Activity** outlined below, it is reasonable to expect the **Results** shown below.

- The number of Guests at your Parties will range from 3-6, with the average being 4 guests
- Average Sales are \$175 per class
- Average reorder per customer is \$157 per year
- We retain 85% of our customers
- Interview 2 people from each class
- 1 out of every 4 interviewed will join your team

	5 classes/week or 20/month	4 classes/week or 16/month	3 classes/week or 12/month	2 classes/week or 8/month	1 classes/week or 4/month
<b>Time Involved</b>	15-20 hrs/week	10-15 hrs/week	6-8 hrs/week	4-6 hrs/week	2-3 hrs/week
<b>Weekly Sales</b>	\$175 x 5 = \$875	\$175 x 4 = \$700	\$175 x 3 = \$525	\$175 x 2 = \$350	\$175 x 1 = \$175
<b>Annual New Sales</b>	\$875 x 50 = \$43,750	\$700 x 50 = \$35,000	\$525 x 50 = \$26,250	\$350 x 50 = \$14,500	\$175 x 50 = \$8,750
<b>Total Weekly Customers</b>	5 classes x 4 guests = 20 customers/ week	4 classes x 4 guests = 16 customers/ week	3 classes x 4 guests = 12 customers/ week	2 classes x 4 guests = 8 customers/ week	1 classes x 4 guests = 4 customers/ week
<b>Annual Reorder Amount</b>	425 customers x \$157 reorder = \$66,725 annually	340 customers x \$157 reorder = \$53,380 annually	255 customers x \$157 reorder = \$40,035 annually	170 customers x \$157 reorder = \$26,690 annually	85 customers x \$157 reorder = \$13,345 annually
<b>Total Annual Retail Sales</b>	\$110,475/year	\$88,380/year	annually \$66,285/year	\$44,190/year	\$22,095/year
<b>Your Total Annual Profit</b>	\$55,237 & Queen's Court of Sales	\$44,190 & Queen's Court of Sales	\$33,142 & Princess Court of Sales	\$22,095 & Princess Court of Sales	\$11,047 profit for 2 hours/week
<b>Interview 2 at each class =</b>	10 interviews/week= 2.5 team members/week <b>10 team members/month</b>	8 interviews/week= 2 team members/week <b>8 team members/month</b>	6 interviews/week= 1.5 team members/week <b>6 team members/month</b>	4 interviews/week= 1 team members/week <b>4 team members/month</b>	2 interviews/week= .5 team members/week <b>2 team members/month</b>
<b>After 1 month you will...</b>	Be a DIQ & earn a Car!	Be an ETL & earn a Car!	Be a Team Leader!	Be a Star Team Builder!	Be a Senior Consultant!



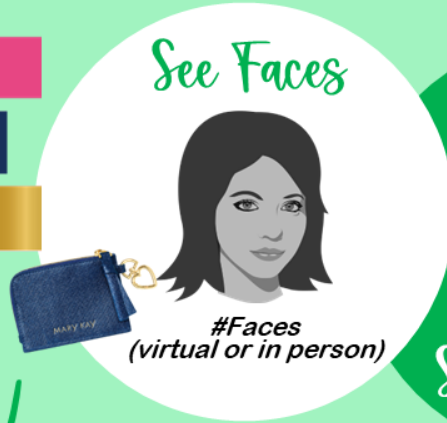
# Golden Rules Challenge






























































































Complete March calendar with your daily activity:



EXPECT  
THE  
Best!

March



Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
			1   	2   	3   	4   
5   	6   	7   	8   	9   	10   	11   
12   	13   	14   	15   	16   	17   	18   
19   	20   	21   	22   	23   	24   	25   
26   	27   	28   	29   	30   	31   	

# March Unit Challenge!



## Faces

	Date	Name	Basic Sold?
1			Y / N
2			Y / N
3			Y / N
4			Y / N
5			Y / N
6			Y / N
7			Y / N
8			Y / N
9			Y / N
10			Y / N
11			Y / N
12			Y / N
13			Y / N
14			Y / N
15			Y / N
16			Y / N
17			Y / N
18			Y / N
19			Y / N
20			Y / N
21			Y / N
22			Y / N
23			Y / N
24			Y / N
25			Y / N
26			Y / N
27			Y / N
28			Y / N
29			Y / N
30			Y / N

## Sharing

	Date	Name	Phone#	Y / N
1				Y / N
2				Y / N
3				Y / N
4				Y / N
5				Y / N

\$225-\$399 = Pick ONE Prize

\$400-\$599 = Pick TWO Prizes

\$600-\$799 = Pick THREE Prizes

\$800-\$999 = Pick FOUR Prizes

**Prizes you can earn for your wholesale orders:**



Beautiful Add-A-Bead



10 Product Samples

**20 Victory Vouchers**

**TOTALS:**

#Faces=\_\_\_\_\_ x5=\_\_\_\_\_ # Vouchers

\$Amount Sold \_\_\_\_\_ /5=\_\_\_\_\_ #VV

#Shares \_\_\_\_\_ x10=\_\_\_\_\_ #VV

Wholesale Orders Placed: \$ \_\_\_\_\_

#New Team Members x 25=\_\_\_\_\_ #VV

**TOTAL # VOUCHERS**

**Total# Vouchers earned:**

**Turn in challenge for extra vouchers!**

**Check your email for PDF document for tracking!**

MARCH SPECIAL DEALS. MARCH SPECIAL DEALS. MARCH SPECIAL DEALS.

\*While Supplies Last\*

50% off



One Item of Your Choice for Every \$50 Purchase



(\$200 purchase = 4 1/2 price specials)

## Satin Hands Pampering Set



Instantly, hands feel moisturized, soft & smooth.  
(White Tea & Citrus Fragrance or Fragrance Free)

~~\$36~~ \$18

## TimeWise Replenishing Serum C + E



See skin that's brighter, firmer & glowing with good health.

~~\$60~~ \$30



## Skinvigate Sonic Brush

Removes four times more dirt, oil, impurities, makeup and pollutants – than hand cleansing.

~~\$60~~ \$30



## Volumizing Brow Tint

Quick & easy natural-looking, well-groomed brows of your dreams is a breeze.

Blonde Brunette  
Dark Blonde Dark Brunette

~~\$14~~ \$7



## Silky Setting Powder

Shine-minimizing coverage and natural-looking color correction.

Light Ivory	Light Beige	Light Bronze
Light-Medium Ivory	Light-Medium Beige	Light-Medium Bronze
Medium Ivory	Medium Beige	Medium Bronze
Deep Ivory	Deep Beige	Deep Bronze

~~\$20~~ \$10

## Clear Proof Blemish Control Toner

It tones without over-drying, cleanses skin completely and helps control shine.

~~\$16~~ \$8



## Gel Eyeliner

The precision of a pencil meets the intensity of a liquid in one smooth gel eyeliner formula. Comes with expandable brush.

~~\$20~~ \$10



## Satin Lips Shea Butter Balm

Blended with shea and jojoba butter to help comfort and soothe lips.

~~\$12~~ \$6



## Indulge Soothing Eye Gel

Contains botanical extracts reported to tone, firm and reduce the appearance of puffiness around the eye area.

~~\$18~~ \$9



## TimeWise 4-in-1 Cleanser

Leaves skin feeling clean, exfoliated and brighter. (Normal/Dry or Combo/Oily)

~~\$26~~ \$13



## Mint Bliss Energizing Foot & Leg Lotion

Moisturizes tired legs and feet and instantly helps them feel revived.

~~\$12~~ \$6



MARCH SPECIAL DEALS

DEALS. MARCH SPECIAL DEALS



# Russo's Riser's Unit calendar

Mar	Local Events TBD
Mar 10– 11	Career Conference—Pittsburgh
Mar 24	MK Virtual Career Conference-from Dallas
July 1 – Aug 2	Diamond Seminar—Dallas, TX



## RED is for You!

Wearing RED means several things:

**SELF CONFIDENCE** My **Red Jacket** shows trust, belief, boldness & assurance. It gives me confidence, it tells me I have reached a certain level of achievement. I have set a goal, attained it, and am **making a success out of it.**

**DETERMINATION** My **Red Jacket** shows that my work is purposeful and worthwhile and that what I am doing is a credit to those represented by this jacket and to myself. It gives me determination to keep going forward and to let nothing hinder me from becoming successful.

**PERSISTENCE** My **Red Jacket** shows that I can hurdle obstacles that appear in my path and keep my mind shut against negativity. It means "stick-to-it-iveness" and refusing to let people or projects sidetrack me from my objective.

Click the button for to see more details of What a RED Jacket means.

Details



Russo's Risers



Connie Russo

107 Quince Court  
Hollidaysburg, PA 16648  
814.312.2106

## important dates

- Mar 15** - Quarter 3 Star Contest Ends
- Mar 16** - Quarter 4 Star Contest Begins
- Mar 24** - Spring 60th Virtual Event
- Mar 30** - Last day to place telephone orders
- Mar 31** - Last day to place on-line orders
- Apr 17** - Last day to enroll Summer PCP
- Apr 28** - Last day to place telephone orders
- Apr 30** - Last day to place on-line orders

GOLDEN  
Rules

EXPECT

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Best!



When you order \$600+ whsl in  
March, you will receive this fun  
**KEY CHAIN CARDHOLDER**  
from the *Golden Rules* Collection.

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Earn the Year Long Consistency Challenge  
**EARRINGS and BRACELET**  
when you achieve the Golden Rules Challenge  
each month, July 2022 through June 2023.